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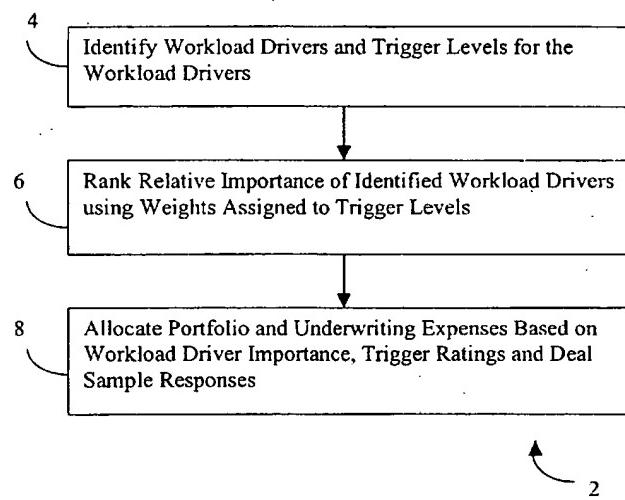


Figure 1

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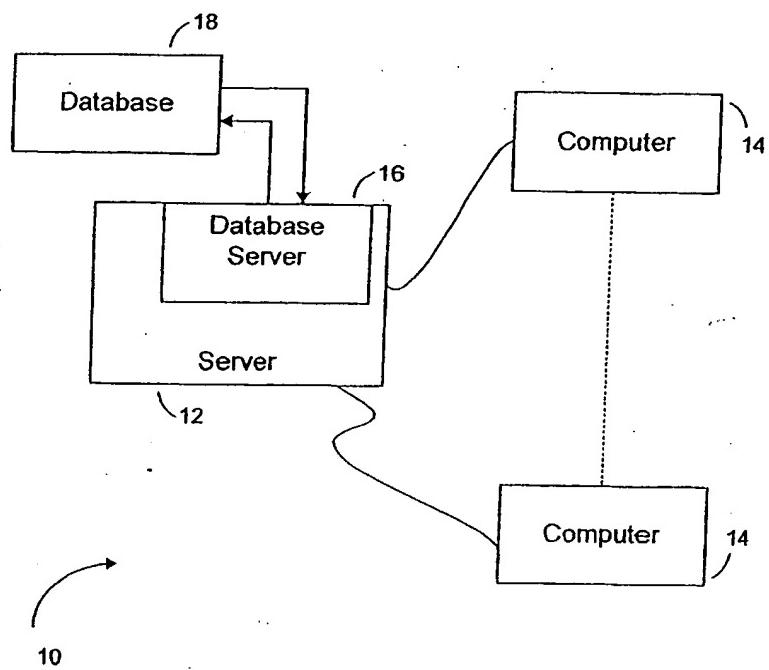


FIGURE 2

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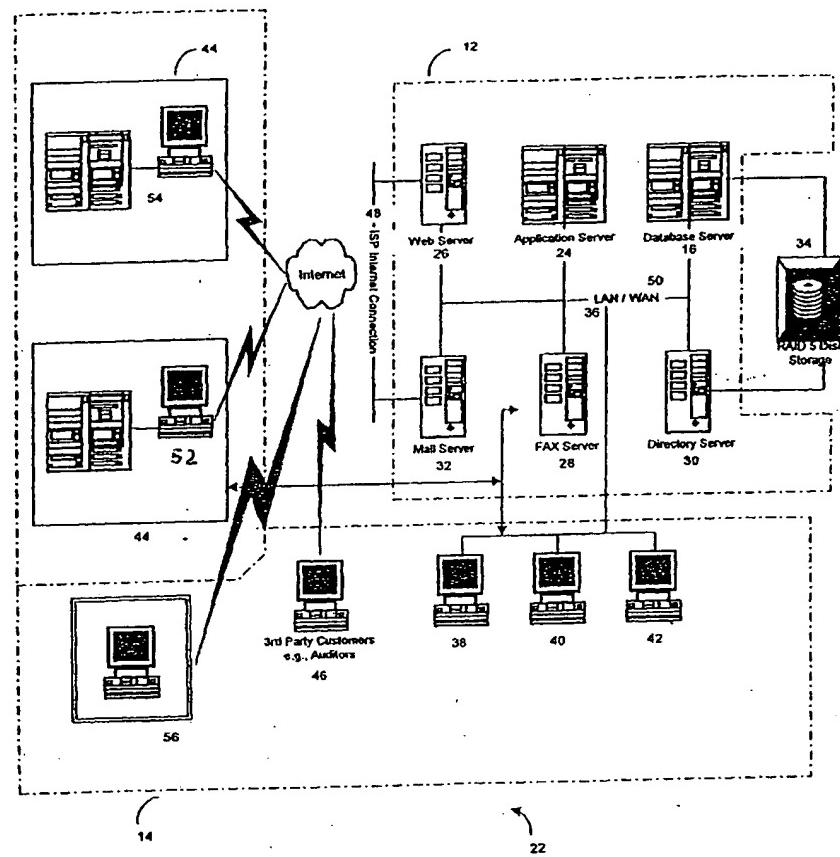


FIGURE 3

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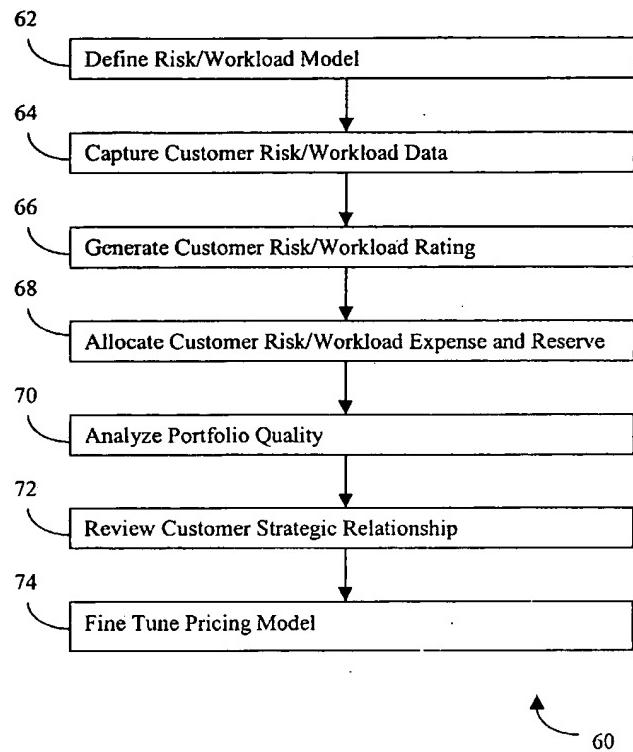
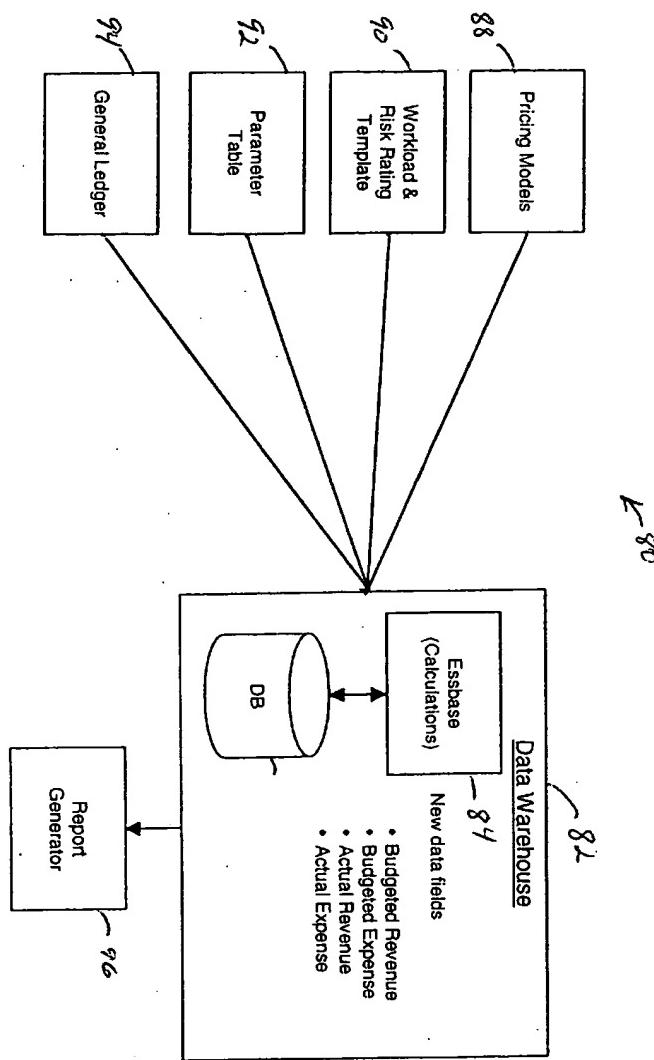


Figure 4

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FIGURE 5



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Customer Information Form

CUSTOMER	Customer Name
REGION	
SALES / PORTFOLIO REP	
U.S. or Canadian Deal	Select "U.S." (for U.S. Tax Rate) or "C" (for Canadian Tax Rate). If "Yes" for Cross-Sell Deal, Select Cross-Sell Source, If "No", Leave Blank.
Cross-Sell Deal	
Cross-Sell Source	

Required Inputs: (Select Inputs From Drop Down Menus - All 11 Must be Completed)

1) What is the collateral performance?

2) What is the excess availability after trade clean-up?

3) Are the books & records (systems & processes) adequate?

4) What is the risk classification?

5) How many origins are in the borrowing base?

6) What is the frequency of borrowing?

7) What is the frequency of borrowing base reporting?

8) Is it a co-borrower structure?

9) What is the fixed charge coverage?

10) Is this a 1st time ABL borrower? (i.e., level of mgmt experience)

11) Is there an EX-IM bank guarantee?

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FIGURE 6

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FIGURE 7

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FIGURE
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	Customer Name								Expected Cash - Post Syndication		
	YR.1	YR.2	YR.3	YR.4	YR.5	YR.6	YR.7	YR.8	TOTAL	AMLS	BOLB
REVOLVER BALANCE	0	0	0	0	0	0	0	0	0	0	0
TERM A BALANCE	0	0	0	0	0	0	0	0	0	0	0
TERM B BALANCE	0	0	0	0	0	0	0	0	0	0	0
TERM C BALANCE	0	0	0	0	0	0	0	0	0	0	0
TERM D BALANCE	0	0	0	0	0	0	0	0	0	0	0
PREFERRED STOCK	0	0	0	0	0	0	0	0	0	0	0
COMMON STOCK	0	0	0	0	0	0	0	0	0	0	0
AVERAGE IUC	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	0	0	0	0	0
Interest Income (from bank)	0	0	0	0	0	0	0	0	0	0	0
Re-imber	0	0	0	0	0	0	0	0	0	0	0
Term A	0	0	0	0	0	0	0	0	0	0	0
Term B	0	0	0	0	0	0	0	0	0	0	0
Term C	0	0	0	0	0	0	0	0	0	0	0
Term D	0	0	0	0	0	0	0	0	0	0	0
CAPEX	0	0	0	0	0	0	0	0	0	0	0
Operating Expenses	0	0	0	0	0	0	0	0	0	0	0
Collection Fees	0	0	0	0	0	0	0	0	0	0	0
Compliance Fees	0	0	0	0	0	0	0	0	0	0	0
Closing Fee	0	0	0	0	0	0	0	0	0	0	0
Disbursement Fee	0	0	0	0	0	0	0	0	0	0	0
Unaudited L/C Fees	0	0	0	0	0	0	0	0	0	0	0
Annual Fees	0	0	0	0	0	0	0	0	0	0	0
Additional Payments	0	0	0	0	0	0	0	0	0	0	0
Brokerage Commissions	0	0	0	0	0	0	0	0	0	0	0
Business Travel	0	0	0	0	0	0	0	0	0	0	0
Current Reimb.	0	0	0	0	0	0	0	0	0	0	0
Customer Support	0	0	0	0	0	0	0	0	0	0	0
TOTAL INCOME	0	0	0	0	0	0	0	0	0	0	0
MONEY COST (TAXES)	0	0	0	0	0	0	0	0	0	0	0
Royalty	0	0	0	0	0	0	0	0	0	0	0
Term A	0	0	0	0	0	0	0	0	0	0	0
Term B	0	0	0	0	0	0	0	0	0	0	0
Term C	0	0	0	0	0	0	0	0	0	0	0
Term D	0	0	0	0	0	0	0	0	0	0	0
CAPEX	0	0	0	0	0	0	0	0	0	0	0
Preferred Stock	0	0	0	0	0	0	0	0	0	0	0
Common Stock	0	0	0	0	0	0	0	0	0	0	0
CONTRIBUTED VALUE	0	0	0	0	0	0	0	0	0	0	0
OPERATING EXPENSES	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000
Decision Making	0	0	0	0	0	0	0	0	0	0	0
Marketing	0	0	0	0	0	0	0	0	0	0	0
Periodic	0	0	0	0	0	0	0	0	0	0	0
Overhead	0	0	0	0	0	0	0	0	0	0	0
Corporate A&L	0	0	0	0	0	0	0	0	0	0	0
Legal Expenses	0	0	0	0	0	0	0	0	0	0	0
Crts/Sal	0	0	0	0	0	0	0	0	0	0	0
External Capital Markets	0	0	0	0	0	0	0	0	0	0	0
Securitization Expenses	0	0	0	0	0	0	0	0	0	0	0
Less Provision	0	0	0	0	0	0	0	0	0	0	0
Arch Expenses	0	0	0	0	0	0	0	0	0	0	0
TOTAL OF EXPENSES	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000
NET IUC INCOME	(250,000)	(250,000)	(250,000)	(250,000)	(250,000)	(250,000)	(250,000)	(250,000)	(250,000)	(250,000)	(250,000)
TAXES	(151,175)	(151,175)	(151,175)	(151,175)	(151,175)	(151,175)	(151,175)	(151,175)	(151,175)	(151,175)	(151,175)
NET INCOME	0	0	0	0	0	0	0	0	0	0	0
CASH FLOWS	0	(151,175)	(151,175)	(151,175)	(151,175)	(151,175)	(151,175)	(151,175)	(151,175)	(151,175)	(151,175)

FIGURE
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Account Manager Name: _____

Workload - Collateral Monitoring

- Frequency of Reporting
- Frequency of Borrowing
- Number of Agings
- Co-Borrower Structure
- # of Inventory Locations

Account Manager Name: _____

Category	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
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Workload - Customer Requests

- ABL Experience (Within last 12 mos.)
- Monthly Time Required For Account Strategy
- Number of WAMS's Other Requests (Incl. Line Inc.) Per Quarter

Category	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
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Risk

- Excess Availability
- Fixed Charge Coverage (LTM)
- Quality Of Books & Records
- Assessment Of Management
- Ease Of Liquidation
- Structure (Within/Outside of Policy S.O. Conservative w/ Best Collateral)

Category	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
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Total Workload Time Allocation - All Accounts

- Collateral Monitoring (% of time per quarter)
- Customer Requests (% of time per quarter)
- Other

100%

FIGURE
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Region	Acct. Mgr.	Deal	Coll. Monitoring	Client Reqs.	Workload	Risk	Work/ Risk
E	Smith	Steel Co.	2.45	0.80	1.90	2.50	Mod/High
MW	Jones	Paper Co.	2.55	1.30	2.13	2.03	High/High
S	White	Drug Co.	2.00	0.50	1.50	0.60	Mod/Low
W	Black	Lumber Co.	2.00	1.00	1.67	1.80	Mod/Mod

Figure 11

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Strategic Relationship Review

Customer Name: _____ Account Manager: _____
 Maturity Date: _____ Date: _____

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Goals	Specific Objectives	Achievements	Assessment*
Customer Visitation Determine visitation schedule & objectives.			
Senior Management Contact Determine senior management calling strategy & objectives.			
Value Added Services Plans for cross selling other GE / GE Capital products & services			
Opportunities For Performance Based Pricing Determine whether a performance based pricing strategy is appropriate.			
Flexibility In Structure / Reporting Determine whether increased flexibility is warranted due to improved financial & collateral performance.			
Incremental CV\$ Identify opportunities to generate incremental CV\$ through WAM fees, contract extensions & incremental new business.			
Responsiveness Outline customer requirement & establish objectives to maximize and exceed expectation.			
Retention Strategy Understand Customer CTO's & develop strategy to retain customer.			
Overall Performance Rating Did Not Meet Expectations 1	Met Expectations 2	Exceeded Expectations 3 4 5	

*Performance Assessment Is The Responsibility Of The Region Manager & Portfolio Manager With Input From The SCO Where Appropriate.

FIGURE 12 ↗ 240